

CONFIDENTIAL

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May 19, 1960

we ordered 20

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Attention:

Re: Our Proposal No. 1129-781-1
Ten (10) Line Analyzers

Dear Sir:

We hereby propose to furnish ten (10) Line Analyzers identical in all respects, electrically and mechanically, to those being produced by us under Contract 237-1316-0.

You can readily understand that the cost of producing these units in this quantity will depend upon the timing of our receipt of your authorization to proceed. If we receive your authorization to proceed prior to June 30, 1960 the price of the unit cost of the equipment will remain the same as that covered by your Contract 237-1316-0. However, should we not receive your authorization until a later date it would then be necessary to run the units as a separate lot at a slightly increased cost.

Quotation

We will furnish ten (10) Line Analyzers identical in all respects, electrically and mechanically, to those being produced by us under Contract 237-1316-0 subject to our receiving your authorization to proceed not later than June 30, 1960 for the fixed price of \$14,829.80 which represents a unit cost of \$1,482.98.

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May 19, 1960

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Alternate Quotation

We will furnish ten (10) Line Analyzers identical in all respects, electrically and mechanically, to those being produced by us under Contract 237-1316-0 subject to our receiving your authorization to proceed not later than August 31, 1960 for the fixed price of \$16,047.20 which represents a unit cost of \$1,604.72.

The prices quoted above include the furnishing of one instruction manual with each unit all to be packed for domestic shipment but not including any spare parts.

Delivery will commence six (6) months from the date of receipt of your authorization to proceed and will be completed within nine (9) months after receipt of such authorization.

Terms: Net thirty days, with delivery f.o.b. our plant, New York, New York.

It is to be understood that this is a fixed price proposal not subject to price redetermination.

Should you desire us to proceed with the work covered by this proposal, we should greatly appreciate receiving a firm order to cover same.

Very truly yours,

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[Redacted]

In triplicate

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